

IVISON, BLAKEMAN & CO.
PUBLISHERS OF
SCHOOL BOOKS

Birdseye Blakeman
David B. Ivison
George R. Lathrop
L. H. Blakeman

753 & 755 Broadway

New York

October 22, 87

Dear Sir, -

The list price of the
Lesson is 94¢. From this
we make a discount of $\frac{1}{6}$
or $16\frac{2}{3}\%$. We do not fix
any retail price but there
would seem to be no trouble
about retailing the work
at \$1.00. As a matter of fact
various retailers charge dif-
ferent prices ranging from
95 cents to \$1.25 according
to competition and other
things which may affect
the question of profits.

We are certainly under
obligations to you for
your trouble in taking
upon yourself the handling
of the books.

We return the invoice
to you trusting that
the price with ~~an~~
Explanation above will
be satisfactory to you.

Yours very truly

Ivison, Blakeman & Co.

Prof. A. C. Gray -

40	40.00				
	13.6				
	26.4				
		83%			
		4000			
		384			
		160			
		144			
		16			
		4			
		12			
		3			
		48			

$$\begin{array}{r} 6) 94 \\ \underline{15} \\ 79 \end{array}$$